

**PICK-n-PULL<sup>®</sup>**

**SELF-SERVICE AUTO & TRUCK DISMANTLERS**



# The Pick-n-Pull Story

- Started in California in 1986.
- Offers a large selection of OEM (original equipment manufacturer) parts at low prices.
- Cars arranged in yard by manufacturer in neat rows, stood safely on stands to allow easy access to most parts.
- You bring your own tools and pull the parts you need yourself.
- Since opening Pick-n-Pull has striven to run a clean, environmentally responsible operation in an industry where “junk yards” prevail.
- We have developed standardized procedures and equipment that minimize pollution and increase the amount of material that is recycled.



## PNP Fast Facts

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- FY 2012 Fast Facts:
- PNP Facilities – Nearly 60 locations throughout North America.
- Total Number of Vehicles to be processed in FY2012 ~ 350,000
- Anticipated gallons of oils to be recycled ~ 1,000,000 gallons.
- Anticipated Gallons of antifreeze to be recycled ~ 300,000 gallons.
- Anticipated gallons of gasoline to be recycled ~ 1,300,000 gallons
- Anticipated Pounds Mercury to be recovered ~ 220 lbs / 100,000 switches.
- Anticipated pounds Freon to be recovered ~ 15,000 lbs
- Pick N Pull Auto Dismantlers received the 2007 Steel Manufacturers Association Recycler of the Year Award for our mercury switch recycling efforts. (over 470,000 switches recycled in North America since 2006!)

## Junk Cars, Where Do They Come From?



Cash for Junk Cars



TCEQ Air Check  
Vehicles



Charity Donation  
Programs

~28,000  
Vehicles/Month

Insurance and Tow  
Auction Yards



Pick-n-Pull Yard



- **TCEQ Air Check Vehicles**
- Polluting vehicles purchased and destroyed to help improve Texas Air Quality.
- Vehicles owners paid incentive to retire vehicle
- PNP removes hazardous material, sells for scrap steel.
- Polluting, inefficient vehicles taken off the road!
- +/- 1000 vehicles to be retired for Texas in 2011!



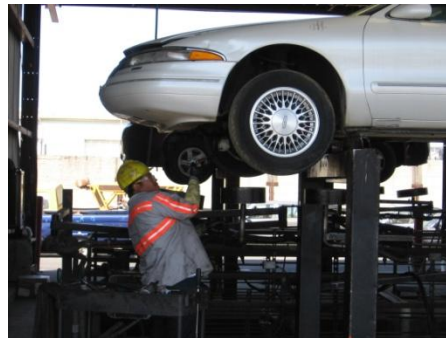
- **Charity vehicle donation programs:**
- Charities sell donated vehicle to Pick-n-Pull earning much needed revenue.
- Towing, title processing administered by PNP.
- Private individuals can get rid of unwanted junk vehicles.
- Old, unwanted vehicles processed and recycled in an environmentally responsible manner.
- Organizations include: American Lung Association, Blind Ambitions, Cars Helping Veterans, Habitat for Humanity, Salvation Army, Goodwill Industries, Activated Ministries, Dallas Life Foundation, and many more.
- +/- 10,000 donation cars processed per year in North America.



- **Cash for Junk Cars-** Private parties can arrange for the sale of their inoperable or junk vehicle to be sold. Seller can bring/drive car to PNP and receive a check on the spot after title and paperwork are verified. If vehicle is inoperable, PNP will arrange a tow for the customer.
- **Auto Auctions-** Pick N Pull purchases vehicles from insurance and tow yard auctions to supplement other inputs.



## Life of A Salvage Vehicle



### Pick-N-Pull Path

Vehicles Received  
into the PNP  
Database



De-Garbage &  
Initial Fluid  
Removal



Fluid Draining



Vehicle Set in  
Customer yard



## De-Garbage

- Brake Fluid, Power Steering Fluid, Freon, Batteries, Mercury Switches Removed At This Point.
- Unknowns Often Discovered
- Bio Hazards
- Explosives/Ammo/Firearms
- Drugs & Associated Paraphernalia
- Compressed Gas Cylinders
- Universal Waste
- General Trash
- Lead tire weights collected for recycling



## Fluid Drain

- Segregation of Fluids Leads to Better Recycle Material Value – Avoids Cost
- Oil / Oil Filters
- Antifreeze
- Transmission Fluid, Differential fluid.
- Gasoline
- Fluid stored in above ground storage tanks in secondary containment.



# Setting in Yard

- Customers remove the parts they need, getting them at a substantial discount to full service dismantlers.
- When cars are “picked over”, they are pulled from the yard readied for crushing.
- Oil spots cleaned up.
- Debris cleaned up.
- A new row of fresh vehicles is set out for our customers.





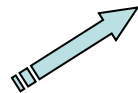
# PICK-n-PULL®

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## Pick-N-Pull Path

Remain in Yard for  
30 – 45 Days



Yard De-  
Core



De-Engine &  
De-core



Crush



Ship to  
Shredder

# De-Engine & De-Core

- De-engine process gleans radiator, motor, transmission, wiring harnesses & bumpers.
- Separation of materials leads to more efficient use of resources and better yield in dollars per car.
- Many of these materials sent to be rebuilt resulting in a substantial savings in raw materials and energy.



## Crushing

- Final step in process.
- Vehicles are flattened and sent to shredder for recycling.
- Electric powered crushers utilized to minimize local emissions.
- Shredded steel recycled in electric arc furnace mills as various new products. This results in a substantial energy savings over the production of virgin steel.



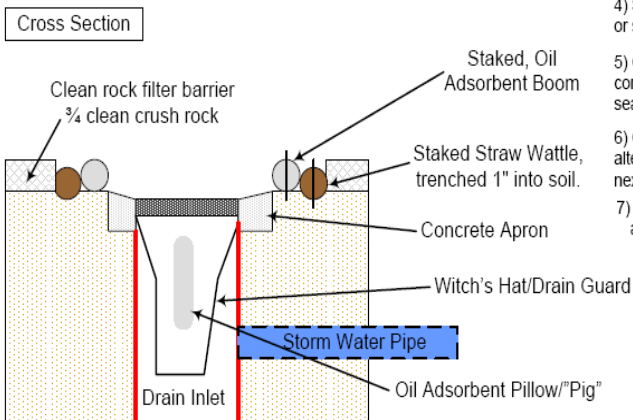
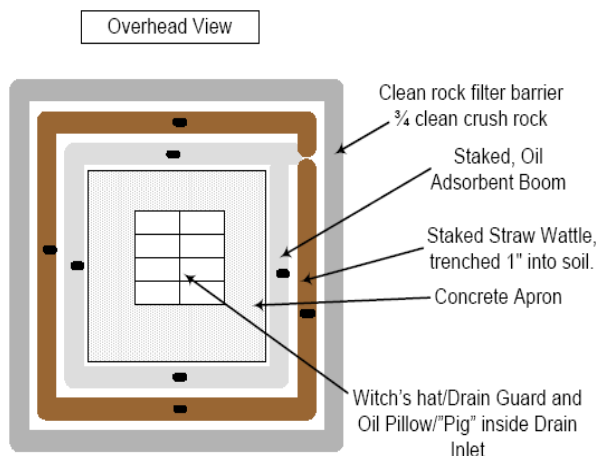
- Pick N Pull maintains the necessary storm water permits to operate an auto dismantler yard.
- Pick N Pull and Schnitzer Steel Industries place great emphasis on sustainability and environmental compliance.
- Pick N Pull yard employees are trained several times per year regarding storm water pollution prevention.
- Pick N Pull yards are audited quarterly by corporate EHS employees to ensure compliance with all environmental, health and safety regulations.



# Storm Water BMP's

- PNP has standard BMP's and storm water infrastructure designs utilized at our yards.
- Emphasis on yard housekeeping. Minimizes storm water exposure to pollutants.
- Structural controls such as awnings to prevent storm water exposure to activities like vehicle draining.
- Drain inlet protection BMP's to capture/minimize pollutants entering storm drain lines.
- Oil water separators, storm water clarifiers at end of pipe to reduce the amount of sediment, metals, oil & grease leaving the site.
- SWPPP's and TCEQ required storm water analytical monitoring.
- Some PNP BMP's:

## Drain Inlet Protection



### Storm Water BMP's: Proper Protection of Drain Inlets

1) Wherever feasible, Drain Inlets shall be protected as shown in the included diagram. This includes Witch's hat, Oil Pillow, Straw Wattle, Oil Adsorbent Boom, and ¾ crush rock-clean free of fine particles (NOT ABI). Only one exception: In paved areas (where staking and gravel placement is not possible) all drain inlets shall have a "witch's hat/Drain guard and an oil adsorbing pillow/"Pig".

2) Straw Bales may be used in place of Straw Wattles where equipment does not operate.

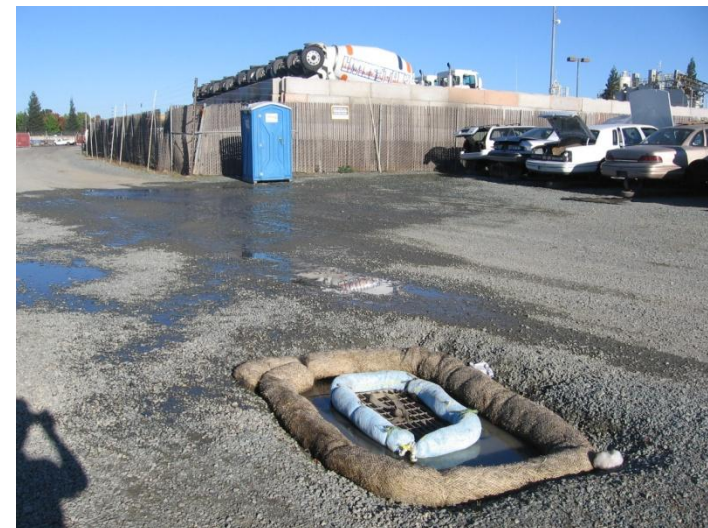
3) Drain Inlets shall be visually inspected weekly as required in APG BMP's. The Witch's Hats shall be replaced at a minimum monthly during the rainy season or as required after major rain events.

4) Straw Wattles shall be replaced at least once per year or sooner if needed.

5) Oil Booms and Pillows shall be replaced when they are completely oil stained or at a minimum of twice per rain season.

6) Oil booms may be zip-tied to the Drain Inlet Grate as an alternative to staking them to the ground. (see examples next page)

7) Remember, this BMP is a part of your SWPPP. You are obligated to implement this wherever practical.



## **Floor Mat/Carpet BMP**

- Utilizes carpet remnants and vehicle floor and trunk carpets to capture oil drips and minimize oil reaching the ground.
- Carpets replaced when more than 50% stained.



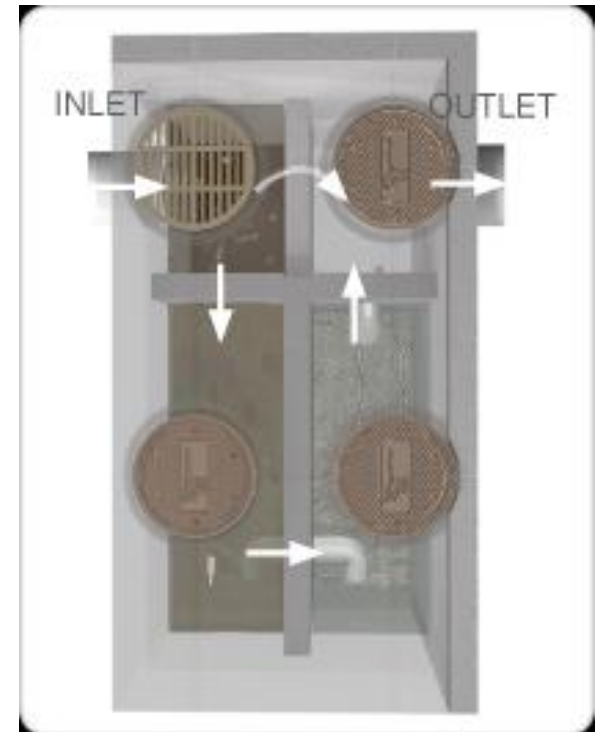


## Yard Housekeeping

- Removal of oil stains.
- Trash and vehicle debris picked up regularly.
- Magnet used to reclaim nuts, bolts, and other metal fragments.
- Hoods closed regularly to minimize storm water exposure to engine compartments.
- Clean gravel applied to minimize mud and erosion.



- Coalescing oil water separators before end of pipe.
- Solid settling clarifiers before end of pipe.
- Automated samplers for storm water analytical.
- Additional treatment as necessary depending on site conditions.





# SPCC Plan

- Pick N Pull implements a Spill Pollution Control and Countermeasures plan (SPCC) for each site in accordance with federal regulations.
- Pick N Pull retains the 3E Company for 365-24-7 emergency MSDS and spill response coordination.
- All above ground storage tanks are double walled or stored in secondary containment.
- All fuel tanks, (gasoline and diesel) are stored in UL 2085 rated tanks that meet stringent thermal and impact resistance as well as meet secondary containment requirements.



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# Pick-n-Pull Going Forward

- What's on the horizon for Pick-n-Pull?
- Development of carbon footprint estimate in conjunction with our parent company, Schnitzer Steel Industries. Developing ways to go about our business while reducing GHG emissions.
- Exploring and piloting new storm water treatment technology as appropriate to further reduce pollutant concentrations in storm water. (especially dissolved metals)